

FOREIGN FILES

VIET-NAME, - BANQUE NATIONALE DU
SECURITIES

1973- *only*

PD Kimball

Peter Kimball

September 24, 1973

Mr. Nguyen Bich Hue
Governors Office
National Bank of Vietnam
17 Ben Chwong Duong
Saigon, Vietnam

← file.

E. L. F.
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Dear Mr. Hue,

At the request of Mr. Charles Munroe, I am taking the privilege of enclosing for your information and study various stock certificates which could be used by the companies who would be trading on your proposed new securities exchange. You will also find two brochures covering the scope and activities of our company.

The type of certificate which I am sending you is reasonably priced, but it does afford the protection of steel engraving and is closely controlled throughout manufacture in our plant. As I understand it from Mr. Munroe, it is conceivable that you would order these in fairly large quantities, breaking the total order down to approximately 25 different companies. Our proposal includes putting the name of the company on the number of certificates which you desire as well as pre-numbering them for control purposes. The balance of the certificate could be completed in Vietnam by a local printer of your choice. The total order of certificates would be sent to you and would involve as many as eight different colors. It is also presumed that they would be in basically one denomination, which would be a blank shares certificate with a punch panel at the left for protection against alteration.

If you were to prepare a completely new set of printing plates embodying what we call our "latent image" which was described to Mr. Munroe and which is shown on the back of our brochure, the cost for one denomination would be approximately \$1000. If we were to prepare 100,000 of these certificates, divided among approximately 25 different companies, the cost would be in the area of \$65 to \$70 per thousand. If you were to order these in individual quantities, the cost for 5000 certificates would be \$708; 10,000 would cost \$1177. All of the above prices are, of course, based on payment in dollars and do not include shipping or applicable taxes.

Mr. Nguyen Bich Hue
September 24, 1973

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I assume that you will be in discussions with Mr. Munroe at some time in the future concerning this matter and he has been well briefed. If there are any questions which he cannot answer to your satisfaction, please let me know and I will be happy to go into the matter further with you.

We would consider it a privilege and a pleasure to do this work for you and we will look forward to this possibility.

Yours very truly,

S. A. Slaymaker
Vice President-West Coast Sales

SAS:kb